

# *Endodontics Limited*

*invites you to a complimentary lecture on...*

## **MANAGING DENTAL PRACTICES IN THE MOST FINANCIALLY CHALLENGING TIMES**

**WITH GUEST SPEAKER JIM PHILHOWER**



Jim Philhower is Director-North American Dental Sales Leadership & Development for Henry Schein Dental. Jim is a 28-year veteran of the dental industry. His career includes six years as a Regional Manager and 12 years as a Field Sales Consultant. Jim trains managers along with Henry Schein Dental sales leaders throughout the US, Canada, Europe and Australia on techniques to help dentists reach their practice goals. In the past two years, Jim has presented to over 2,000 dentists and staff members nationwide, helping educate them on how to improve production and productivity in their offices despite economic downturns.

The past four years have been the most financially challenging times dental practices have seen during the past two decades. This has resulted in a reduction of new patients and patient referrals, which has contributed to dentists seeing a decrease in productivity and an increase in office overhead.

Throughout this seminar the doctors will learn proven techniques to:

- Increase patient referrals and new patient visits
- Improve cash flow and profitability
- Lower practice overhead

***November 14, 2012***

***Buck Hotel***

***1200 Buck Road • Feasterville. PA 19053***

*Cocktails at 6PM, Dinner & Lecture to follow*

***R.S.V.P. by October 31, 2012 to Angela Roscioli***

***at endoltdne@comcast.net or 215.969.1222***